To enable those with ideas for physical products, to create and recognize their dreams, to help them build businesses, make things and put people to work right here in Michigan!

APRIL 2020

Dan Radomski, Director
Centrepolis Accelerator

Reacting to the COVID-19 pandemic, Centrepolis has been activating its manufacturing network partners to provide critical medical supplies to local hospitals and emergency medical teams during this time of need. I would like to personally recognize the incredible staff with local manufacturers who worked quickly to provide personal protection equipment including Acme Mills who is fulfilling a million mask orders for Beaumont, CybLings who is making ventilators, RCO Engineering, Rockteck Systems, and Contrast Applied Engineering are in the process of manufacturing face shields.

The importance of our Michigan manufacturing network is being recognized in this time of need. If you have the capabilities to manufacture critical items, please reach out to us to connect to those that are in need.

The Michigan Economic Development Corporation’s PMBC Virtual Procurement Assistance
A place for companies with manufacturing capabilities for personal protection equipment to indicate which items (i.e. masks, gowns, ventilators) they are able to produce, along with quantity and timing detail.

PMBC COVID-19 Emergency Access and Retooling Grants
This program will provide $1M in grants to Michigan small businesses and nonprofits. Immediate funding up to $150K will be awarded to qualified manufacturers.

Dennis Shaver, Expert-in-Residence
Centrepolis Accelerator

So you think you have a million dollar idea, Product Viability

You've got an amazing idea for a new product. Perhaps you feel it could be a million-dollar idea...what now? Is the market really ready for your new product concept?

I've worked with plenty of aspiring entrepreneurs who had great new product ideas and didn't know the true potential until they discovered how to first conduct effective research to determine market viability. Failure of a new product in the marketplace can result in an extremely negative impact on you and your business. New product development is both an art and a science that doesn't come without its share of inherent risk. To reduce the potential of this effect, strategy is key. Knowing how to conduct market research before the release of a new product to determine if it's viable and likely to appeal to your target market is most important.

Read >>

FEATURED CLIENT

Flash Steelworks
"Stronger than Titanium, Lighter than Aluminum, Able to Stop Speeding Bullets" at record setting velocity in US Army testing. Flash Steelworks patented rapid heat treating process creates maximum strength, formable, readily weldable, cost effective metal. Migrating Flash's leading Armor Tech to thinner gauges has led to the highest overall performing automotive structural metal ever created at a fraction of the cost! The system produces a lighter-weight steel with exceptional work-ability.

Learn more>>
FEATURED PARTNER

Contrast Applied Engineering Solutions

A provider of technical engineering and manufacturing expertise that specializes in bringing your product designs to fruition, our expertise will allow you to be a competitive player in the global marketplace by providing high quality parts in an efficient, timely, and cost effective manner. Contrast is offering discounted product design CAD services to Cenitoplis Accelerator clients. Learn more>>

In response to the current pandemic, Contrast, in collaboration with PDS Plastics, is working diligently on mass producing both face masks and face shields at high volumes with the use of injection molding. The product designs have been completed. The designs have been submitted for FDA approval. If approved, production is scheduled to begin on April 13th with the capability of producing at least 8,000 masks per week. This number can triple by the end of April if the demand is there. The amount of face shields produced will be even higher, and several dozen prototypes have already been donated to local hospitals and EMTs.

The Cenitoplis Accelerator has been an invaluable asset during this transition, including the help of LTU students to 3D print the very first prototypes. We have all the resources we need right here in Michigan to help fight this virus!

INDUSTRY 4.0 ACCELERATOR

Centopolis, in partnership with Automation Alley and Lean Rocket Lab, recently launched an Industry 4.0 Accelerator that will globally crowd source the best in class Industry 4.0 technologies to participate and partner with Michigan based manufacturing firms. If you are interested, apply here! Application deadline is May 1!

- **Up to $110,000 Investment** - in your business, in cash and services in a convertible note
- **Technical Support and Milestone Management** - One-on-one coaching provided by industry experts, and mentors
- **Direct Connections & Product Demos** - Introductions to manufacturers, partners and customers

Press Release >>

FEATURED EVENTS

NEW DATE ANNOUNCED:
Jun. 15 | 5:00-7:00p.m.
**How to Prepare Your Company for Investors**

What does the funding and investor landscape look like

NEW DATE ANNOUNCED:
Jun. 22 | 5:00-7:00p.m.
**Selling Your Products Online: Best Practices Revealed by Industry Experts**
What grants and supporting programs exist to Michigan companies
What is involved to become investment ready
How to determine a company valuation
How to provide confidence for investors that they can receive a return on their investment
What are my options for corporate structure (LLC, S-Corp, C-Corp) and, much more!

>> Presented by Lee Keller, Partner, Jaffe Law and Dan Radomski, Director, Centrepolis Accelerator

NEW DATE: Jul. 23 | Technology in Industry Reveal 2020
The 2020 report, titled "Industry 4.0 in Focus," will feature a series of case studies and white papers written in collaboration with top academic and industry leaders on the trending topics impacting companies today. Register >>

NEW DATE: Aug. 10-13 | Mackinac Policy Conference
Held at the historic Grand Hotel on Mackinac Island, the annual conference focuses on building a stronger Michigan--2020 Pillars:
- Empower - Enabling people to realize their full potential while enhancing equity
- Align - Working together to advance mutual interests
- Innovate - Cultivating new ideas to ensure Michigan’s relevancy.
Register >>

NEW DATE: Sep. 24 | HardwareCon 2020 Presented by Hardware Massive
The Build, Launch & Scale World-Class Hardware Product event will focus on the latest and greatest tools and technologies that are influencing hardware innovation and bring together the companies behind them that will change our world. Register >>

View our full list >>

OPPORTUNITIES & FUNDING RESOURCES

Business Accelerator Fund Grant (BAF) - For business accelerators in Michigan’s statewide SmartZone network.

Clean Energy Trust Member Circle - Looking to stay current on the Mid-Continent’s innovation ecosystem? Interested in tapping into Clean Energy Trust’s domain expertise in clean energy and sustainable technologies? Join our Member Circle, a new model for partnering with our stakeholders. Contact Susie Spigelman to learn more.

Cleantech Open Accelerator - Applications now open to early stage entrepreneurs.

EGLE Small Manufacturers Energy Waste Reduction - Matching grants up to $15K per applicant for energy efficiency projects.

Elemental Excelerator - Seeking 15-20 startups from any country in the world focused on addressing challenges in energy, mobility, agriculture, water or the circular economy.

Invest Michigan - The Michigan Pre-Seed Fund - A non-profit funded by the Michigan Strategic Fund. As fund manager for the Michigan Pre-Seed Fund II, investing in early-stage high tech businesses located in Michigan.

MEDC Export & International Trade Office - Supporting Michigan businesses that want to start or expand export activities.

The Michigan Match Assistance Pilot Program (MMAPP) - Provides cost share support to eligible Michigan businesses that were awarded a federal clean energy technology development grant.

Shell GameChanger Program - Works with start-ups who have an early-stage technology solution that tackles a challenge relevant to our business and the energy industry. In turn, seed funding, professional coaching, and access to markets is provided.

TCNewTech - Pitch, Network, Win $500! TCNewTech is looking for pitches every first Tuesday of the month.
To all of our clients, members supporters & followers, we are passing along grant and low interest loan programs being made available for Michigan and Detroit based small businesses that may become negatively impacted by the COVID-19 outbreak.

**PMBC COVID-19 Emergency Access and Retooling Grants**
This program will provide $1M in grants to Michigan small businesses and nonprofits. Immediate funding up to $150K will be awarded to qualified manufacturers.

**Michigan Small Business Relief Program: Grants**
Up to $10 grants per company, must have 50 employees or less and able to demonstrate an income loss as a result of COVID-19.

**Detroit Small Business Stabilization Fund**
Up to $5K grants for small businesses in Detroit with less than 10 employees negatively impacted by the COVID-19.

**Michigan Small Business Relief Program**
Grants are administered by 15 local and nonprofit economic development organizations (EDOs).

**How the Michigan Small Business Relief Grant Process Works:**
The Michigan Small Business Relief Program grants will be administered by 15 local and nonprofit economic development organizations (EDOs) around Michigan, covering all 83 counties in the state. These EDOs are responsible for reviewing applications of small businesses in their region and entering into agreements with eligible small businesses. Each EDO will establish a review committee that may include representatives from local workforce agencies, local SBDC representatives, business and non-profit leaders, among others. Grant funds will be disbursed by the EDO.

**How the Michigan Small Business Relief Loan Process Works:**
The Michigan Small Business Relief Program loans will be referred to the MEDC from the local EDO partners where it will be reviewed by a loan review committee including the Chief Business Development Officer and Senior Vice President of Business Development Projects. All loans made through the Michigan Small Business Relief Program will be approved through Michigan Strategic Fund delegated authority. Loans will be disbursed by the MEDC.

**Disaster Loan Fund by SBA**
The SBA has a disaster loan program for small businesses, this is not an SBA guaranteed loan, but a direct cash loan of up to $2 million at 3.5% interest, with first year repayment obligation waived.

**America's SBDC Michigan**
Learn about Economic Injury Disaster Loans (EIDL) in response to COVID-19.

**Oakland County Stabilization Fund for Small Businesses**
Deadline to Submit is Noon, April 6, 2020
There are two programs for Oakland County Small Businesses. Can only apply for one:
1. Small Business Grant (Part of the Michigan Small Business Relief Program); available for companies of 50 or fewer employees.
2. Small Business Loan (Part of the Michigan Small Business Relief Program); available for companies of 100 or fewer employees.
To be eligible for either the grant or loan, your business must have experienced significant financial hardship as a result of the COVID-19 outbreak or related state executive orders.

**CARES: Federal Paycheck Protection Program Starts April 3rd**
Small businesses and sole proprietorships can apply April 3rd.
Independent contractors and self-employed individuals can apply April 10th.
What should you do TODAY? Review the sample application.
Contact your lawyer, accountant, and lending partner to see if this is the right program for you.
Why the rush TODAY? The money will run out, so you need to apply early!
Where do you apply? Through any existing SBA 7(a) lender or through any federally insured depository institution, federally insured credit union, and Farm Credit System institution that is participating. If your current lending partner is not participating, contact your local SBA assistance center for a list of lenders in your area.
Basic breakdown of the program by Treasury. Find more information for borrowers here. Note, some of the guidelines
**Washtenaw Small Business Resiliency Fund**
Ann Arbor SPARK, SBDC, Washtenaw County Office of Community and Economic Development, and the Entrepreneurship Center at Washtenaw Community College have collaborated to provide this fund specifically aimed at small businesses with low income owners located in neighborhoods at high risk for displacement. The grants can be used to cover day-to-day operating expenses of the business, including payroll or losses due to COVID-19.

**Black & Veatch COVID-19 Response Accelerator**
Accelerating Solutions that Safeguard our Communities from the Effects of COVID-19
Do you have a solution that can reduce the severity of the coronavirus outbreak, but need help commercializing and rapidly deploying? This Accelerator is designed for growing companies looking to scale emerging solutions to save lives, help communities cope, and protect the economy. We are committing a minimum of $250K in the form of grants and/or in-kind services, with a wealth of connections and resources to bring your idea to reality.
Contact: Ryan Pletka | https://www.linkedin.com/in/ryan-pletka-7379103

**Jaffe Law | Covid-19 Resource Center**
A task force actively researching and advising clients on issues relating to the legislation, executive orders and other issues relating to the legal implications of the Coronavirus.

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**MEMBERSHIP OPTIONS**

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<tr>
<th>Co-Working</th>
<th>Dedicated Workspace</th>
<th>Dedicated Office</th>
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</thead>
<tbody>
<tr>
<td>Starting @ $200 p/month</td>
<td>Starting @ $300 p/month</td>
<td>Starting @ $400 p/month</td>
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Grow and build your business as a member of the Centrepolis Accelerator. Choose a spot in our common area, a private dedicated workspace or dedicated office. This is a great opportunity to collaborate with Accelerator product development and manufacturing experts and network with other members. Prototyping Lab memberships also available. [View our membership plans & pricing]>

**DISCOUNTED PARTNER SERVICES AVAILABLE TO CENTREPOLIS MEMBERS**

Centrepolis Accelerator members benefit from the expertise of our extensive partner network. Selected from the area's best and brightest, these free and discounted services available will help take your business ideas to the next level. [View the full list]>

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**ACCELERATOR PROGRAMS**

[CleanTech Hardware Scaling for Success Program] - Supports Michigan-based entrepreneurs and small businesses developing cleantech hardware products or processes that provide an energy efficiency or energy waste reduction benefit. If you have a unique physical cleantech hardware product,
process, or prototype, complete our cleantech application and let's see how we can help you!

**Scale Up for Success** - We can help you do the things necessary to scale your business whether that be developing growth strategies, diversifying your customer base, adopting new technologies, leaning your operations, or streamlining your product design.

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**What our clients have to say...**

The Centrepolis Accelerator stands out in the crowd by being just right in many ways. While other collaboratories are too small to be effective or too large and political, Centrepolis combines personal attention, networking, and exposure for new technologies and industry. The networking provided has led to tremendous attention and Board level discussion with billion dollar companies.

<<Gary Cola, Founder & Chief Technology Officer
Flash Steelworks

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**RESOURCES**

**LTU Online Magazine | Spring 2020**
Accelerator grand opening, new labs, alumni news, and more!
[View previous issues>>](#)

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**City of Southfield | Business Development**
We are still open for Business! Check out our online resources to help your business grow and thrive during this challenging time.
Questions? Connect with Rochelle Freeman, Business & Economic Development Director

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**Webinar | Feb. 25, 2020**
**Design Thinking For Startups: From Idea to Human-Centric Product**

**Hosted by:**
Jeevak Badve, Director of Strategic Growth, Sundberg-Ferrar and,
Dan Radomski, Director, Centrepolis Accelerator

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**About the Coronavirus Noise: What you need to know now**
As the North American Advanced Manufacturing Hub (AMHUB) for The World Economic Forum, Automation Alley is dedicated to continuously updating our members and stakeholders with important coronavirus information from The World Economic Forum's global network of experts.